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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	DECEMBER 1990	DECEMBER 1989	JUL-DEC 1990/91	JUL-DEC 1989/90
AL Alabama	2,311	2,990	28,722	27,169
AK Alaska	0	0	928	426
AZ Arizona	163	219	1,162	1,728
AR Arkansas	410	2,214	18,217	19,812
CA California	5,893	5,740	44,471	40,173
CO Colorado	1,382	965	4,372	3,644
CT Connecticut	13	408	315	1,226
DE Delaware	1,681	62	9,425	11,751
FL Florida	12,543	8,775	55,872	67,730
GA Georgia	12,752	13,288	47,018	54,855
HI Hawaii	5	21	6,030	3,596
ID Idaho	1,185	642	13,244	10,966
IL Illinois	55,441	113,091	372,074	433,268
IN Indiana	36,172	82,345	171,178	218,912
IA Iowa	72,554	104,412	316,716	341,851
KS Kansas	4,505	3,018	26,160	27,861
KY Kentucky	12,682	14,802	46,432	60,359
LA Louisiana	26,738	13,276	98,390	50,441
ME Maine	61	1,141	2,074	1,622
MD Maryland	2,507	3,280	14,209	13,148
MA Massachusetts	54	371	3,763	1,584
MI Michigan	7,342	32,785	54,131	100,824
MN Minnesota	43,799	67,752	187,291	210,505
MS Mississippi	427	1,144	20,891	9,744
MO Missouri	35,395	32,944	133,351	161,761
MT Montana	820	871	5,586	5,051
NE Nebraska	3,975	5,187	12,539	13,217
NV Nevada	0	0	31	3
NH New Hampshire	59	0	224	309
NJ New Jersey	202	250	1,819	2,021
NM New Mexico	1,262	274	3,363	2,047
NY New York	11,245	6,443	23,141	16,860
NC North Carolina	3,256	4,590	27,560	25,208
ND North Dakota	3,036	5,858	9,025	12,098
OH Ohio	34,635	74,556	169,059	233,662
OK Oklahoma	627	640	9,128	9,740
OR Oregon	2,121	1,681	11,614	11,019
PA Pennsylvania	2,524	3,462	20,355	21,032
RI Rhode Island	0	118	319	872
SC South Carolina	2,294	10,535	23,273	34,422
SD South Dakota	1,932	2,326	6,552	6,516
TN Tennessee	12,946	13,945	43,602	37,844
TX Texas	8,302	5,839	51,130	43,864
UT Utah	9,339	2,836	13,872	11,905
VT Vermont	16	94	2,099	1,587
VA Virginia	21,101	12,312	45,844	29,746
WA Washington	6,653	2,072	16,405	13,692
WV West Virginia	215	60	7,636	654
WI Wisconsin	27,982	45,157	102,727	116,331
WY Wyoming	182	67	1,432	964
TOTAL U.S.:	490,739	704,858	2,284,771	2,525,620
CANADA				
AB Alberta	680	645	8,844	9,669
BC Brit. Columbia	237	203	1,514	925
MB Manitoba	797	1,154	6,973	9,794
NB New Brunswick	479	1,200	2,692	3,281
NF Newfoundland	0	0	0	0
NS Nova Scotia	208	501	869	1,576
ON Ontario	9,199	7,673	52,002	41,302
PE Pr.Edward Isle	213	0	1,981	1,362
PQ Quebec	366	3,323	19,310	19,050
SK Saskatchewan	135	543	2,482	3,313
TOTAL CAN:	12,314	15,242	96,667	90,272
EXPORT SALES:	322,339	267,604	1,960,771	1,547,627
TOTAL AG SALES	825,392	987,704	4,342,209	4,163,519
Non-Ag U.S.	45,067	40,428	265,380	234,058
Canada	1,421	975	8,136	7,775
Exports	24,813	14,074	82,750	74,935
TOTAL NON-AG SALES	71,301	55,477	356,266	316,768
GRAND TOTAL	**896,693**	**1,043,181**	**4,698,475**	**4,480,287**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

DECEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	122	1,340	393	48	408	2,311
AK Alaska	0	0	0	0	0	0
AZ Arizona	14	0	79	15	55	163
AR Arkansas	59	0	251	34	66	410
CA California	2,405	446	1,123	141	1,778	5,893
CO Colorado	371	0	795	165	51	1,382
CT Connecticut	0	0	0	0	13	13
DE Delaware	0	1,317	302	62	0	1,681
FL Florida	4,527	4,159	764	890	2,203	12,543
GA Georgia	1,278	728	6,520	250	3,976	12,752
HI Hawaii	0	0	0	0	5	5
ID Idaho	15	238	932	0	0	1,185
IL Illinois	552	39,729	8,787	6,118	255	55,441
IN Indiana	242	23,076	9,850	2,974	30	36,172
IA Iowa	162	36,782	23,824	11,786	0	72,554
KS Kansas	189	527	3,529	193	67	4,505
KY Kentucky	15	11,352	966	0	349	12,682
LA Louisiana	3,773	0	22,450	515	0	26,738
ME Maine	0	0	61	0	0	61
MD Maryland	0	240	1,391	876	0	2,507
MA Massachusetts	0	0	41	0	13	54
MI Michigan	145	4,447	2,057	380	313	7,342
MN Minnesota	634	14,543	27,299	1,261	62	43,799
MS Mississippi	0	0	390	16	21	427
MO Missouri	858	1,340	31,622	1,531	44	35,395
MT Montana	15	157	632	16	0	820
NE Nebraska	247	331	1,835	1,204	358	3,975
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	59	0	0	59
NJ New Jersey	0	187	0	15	0	202
NM New Mexico	159	0	617	0	486	1,262
NY New York	79	8,878	1,690	0	598	11,245
NC North Carolina	243	1,702	284	247	780	3,256
ND North Dakota	0	750	2,286	0	0	3,036
OH Ohio	3,848	22,769	5,011	2,134	873	34,635
OK Oklahoma	242	47	338	0	0	627
OR Oregon	48	719	1,165	18	171	2,121
PA Pennsylvania	663	611	766	248	236	2,524
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	1,524	183	62	124	401	2,294
SD South Dakota	0	759	1,173	0	0	1,932
TN Tennessee	1,935	10,193	120	0	698	12,946
TX Texas	743	1,261	4,566	1,037	695	8,302
UT Utah	8,924	0	380	0	35	9,339
VT Vermont	0	0	16	0	0	16
VA Virginia	58	1,034	17,218	1,504	1,287	21,101
WA Washington	1,447	1,097	3,388	312	409	6,653
WV West Virginia	0	0	215	0	0	215
WI Wisconsin	483	17,229	8,504	1,555	211	27,982
WY Wyoming	48	0	128	0	6	182
TOTAL U.S.:	36,067	208,171	193,879	35,669	16,953	490,739
CANADA						
AB Alberta	19	28	600	33	0	680
BC Brit. Columbia	4	0	162	0	71	237
MB Manitoba	0	0	797	0	0	797
NB New Brunswick	0	41	416	0	22	479
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	208	0	0	0	208
ON Ontario	0	7,688	1,216	15	280	9,199
PE Pr.Edward Isle	0	20	193	0	0	213
PQ Quebec	0	0	256	0	110	366
SK Saskatchewan	0	0	135	0	0	135
TOTAL CAN:	23	7,985	3,775	48	483	12,314
*EXPORT SALES:	216,535	38,586	25,037	2,691	39,490	322,339
TOTAL AG SALES	252,625	254,742	222,691	38,408	56,926	825,392
NON-AG U.S.	26,614	-	-	18,203	250	45,067
Canada	1,122	-	-	271	28	1,421
*Exports	1,270	-	-	23,486	57	24,813
TOTAL NON-AG SALES	29,006	-	-	41,960	335	71,301
GRAND TOTAL	**281,631**	**254,742**	**222,691**	**80,368**	**57,261**	**896,693**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

DECEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	9,115	0	0	9,115
Brazil	0	7,578	6,619	0	0	14,197
Chile	11,646	2,392	0	0	13,779	27,817
China	74,276	10,230	0	0	13,525	98,031
Colombia	3,404	2,580	0	0	0	5,984
Costa Rica	7,104	0	0	346	0	7,450
Ecuador	3,908	0	0	0	0	3,908
France	19,943	0	0	0	0	19,943
Guatemala	4,330	0	0	0	0	4,330
Honduras	0	967	0	0	0	967
India	134	0	0	0	0	134
Indonesia	17,536	0	0	0	0	17,536
Japan	8,955	7,789	8,708	2,345	10,146	37,943
Korea	25,400	0	0	0	0	25,400
Malaysia	11,183	0	0	0	0	11,183
Mexico	641	0	0	0	1,636	2,277
New Zealand	3,373	7,050	0	0	0	10,423
Pakistan	1,646	0	0	0	0	1,646
Panama	0	0	0	0	150	150
Peru	0	0	0	0	254	254
Switzerland	10,039	0	0	0	0	10,039
Taiwan	9,308	0	0	0	0	9,308
Thailand	3,709	0	0	0	0	3,709
OTHER COUNTRIES	0	0	595	0	0	595
TOTAL AG:	216,535	38,586	25,037	2,691	39,490	322,339
NON-AGRICULTURAL						
Australia	12	-	-	0	0	12
Italy	0	-	-	9,773	0	9,773
Japan	50	-	-	2,779	47	2,876
Korea	488	-	-	10,934	0	11,422
Mexico	658	-	-	0	0	658
New Zealand	0	-	-	0	10	10
Pakistan	25	-	-	0	0	25
Taiwan	37	-	-	0	0	37
TOTAL NON-AG:	1,270	-	-	23,486	57	24,813
TOTAL EXPORTS	**217,805**	**38,586**	**25,037**	**26,177**	**39,547**	**347,152**

OTHER COUNTRIES: 595 tons granular grade to Trinidad.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

DECEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	1,340	143	0	1,483
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	0	16	16
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	0	0	0
DE Delaware	0	1,317	302	62	1,681
FL Florida	4,011	4,159	644	890	9,704
GA Georgia	1,278	728	6,520	62	8,588
HI Hawaii	0	0	0	0	0
ID Idaho	0	238	224	0	462
IL Illinois	429	39,356	3,455	6,118	49,358
IN Indiana	122	21,898	7,222	2,974	32,216
IA Iowa	60	35,393	11,607	11,670	58,730
KS Kansas	0	0	0	0	0
KY Kentucky	15	11,352	61	0	11,428
LA Louisiana	1,799	0	20,883	0	22,682
ME Maine	0	0	61	0	61
MD Maryland	0	240	1,391	876	2,507
MA Massachusetts	0	0	41	0	41
MI Michigan	0	4,447	2,057	380	6,884
MN Minnesota	618	14,543	27,299	1,261	43,721
MS Mississippi	0	0	0	16	16
MO Missouri	0	630	13,845	455	14,930
MT Montana	0	157	632	16	805
NE Nebraska	0	218	106	991	1,315
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	59	0	59
NJ New Jersey	0	187	0	15	202
NM New Mexico	0	0	0	0	0
NY New York	79	8,878	1,690	0	10,647
NC North Carolina	243	1,702	284	247	2,476
ND North Dakota	0	750	2,286	0	3,036
OH Ohio	3,848	22,769	3,174	2,134	31,925
OK Oklahoma	0	0	0	0	0
OR Oregon	0	605	1,091	18	1,714
PA Pennsylvania	663	611	766	248	2,288
RI Rhode Island	0	0	0	0	0
SC South Carolina	1,524	183	62	124	1,893
SD South Dakota	0	759	1,173	0	1,932
TN Tennessee	0	10,193	120	0	10,313
TX Texas	0	0	0	0	0
UT Utah	8,924	0	207	0	9,131
VT Vermont	0	0	16	0	16
VA Virginia	58	1,034	17,218	1,504	19,814
WA Washington	1,447	1,097	3,388	312	6,244
WV West Virginia	0	0	215	0	215
WI Wisconsin	483	17,229	8,504	1,555	27,771
WY Wyoming	0	0	17	0	17
TOTAL U.S.:	25,601	202,013	136,763	31,944	396,321
CANADA					
AB Alberta	19	28	600	33	680
BC Brit. Columbia	4	0	162	0	166
MB Manitoba	0	0	797	0	797
NB New Brunswick	0	41	416	0	457
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	208	0	0	208
ON Ontario	0	7,688	1,216	15	8,919
PE Pr.Edward Isle	0	20	193	0	213
PQ Quebec	0	0	256	0	256
SK Saskatchewan	0	0	135	0	135
TOTAL CAN:	23	7,985	3,775	48	11,831
*EXPORT SALES:	192,865	35,039	24,442	2,345	254,691
TOTAL AG SALES	218,489	245,037	164,980	34,337	662,843
NON-AG U.S.	16,030	-	-	16,108	32,138
Canada	1,122	-	-	271	1,393
*Exports	612	-	-	23,486	24,098
TOTAL NON-AG SALES	17,764	-	-	39,865	57,629
GRAND TOTAL	**236,253**	**245,037**	**164,980**	**74,202**	**720,472**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

DECEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	9,115	0	9,115
Brazil	0	7,578	6,619	0	14,197
Chile	11,646	2,392	0	0	14,038
China	74,276	10,230	0	0	84,506
France	19,943	0	0	0	19,943
India	134	0	0	0	134
Indonesia	17,536	0	0	0	17,536
Japan	4,672	7,789	8,708	2,345	23,514
Korea	25,400	0	0	0	25,400
Malaysia	11,183	0	0	0	11,183
New Zealand	3,373	7,050	0	0	10,423
Pakistan	1,646	0	0	0	1,646
Switzerland	10,039	0	0	0	10,039
Taiwan	9,308	0	0	0	9,308
Thailand	3,709	0	0	0	3,709
TOTAL AG:	192,865	35,039	24,442	2,345	254,691
NON-AGRICULTURAL					
Australia	12	-	-	0	12
Italy	0	-	-	9,773	9,773
Japan	50	-	-	2,779	2,829
Korea	488	-	-	10,934	11,422
Pakistan	25	-	-	0	25
Taiwan	37	-	-	0	37
TOTAL NON-AG:	612	-	-	23,486	24,098
TOTAL EXPORTS	**193,477**	**35,039**	**24,442**	**25,831**	**278,789**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

DECEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	122	0	250	48	408	828
AK Alaska	0	0	0	0	0	0
AZ Arizona	14	0	79	15	55	163
AR Arkansas	59	0	251	34	66	410
CA California	2,405	446	1,123	125	1,778	5,877
CO Colorado	371	0	795	165	51	1,382
CT Connecticut	0	0	0	0	13	13
DE Delaware	0	0	0	0	0	0
FL Florida	516	0	120	0	2,203	2,839
GA Georgia	0	0	0	188	3,976	4,164
HI Hawaii	0	0	0	0	5	5
ID Idaho	15	0	708	0	0	723
IL Illinois	123	373	5,332	0	255	6,083
IN Indiana	120	1,178	2,628	0	30	3,956
IA Iowa	102	1,389	12,217	116	0	13,824
KS Kansas	189	527	3,529	193	67	4,505
KY Kentucky	0	0	905	0	349	1,254
LA Louisiana	1,974	0	1,567	515	0	4,056
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	13	13
MI Michigan	145	0	0	0	313	458
MN Minnesota	16	0	0	0	62	78
MS Mississippi	0	0	390	0	21	411
MO Missouri	858	710	17,777	1,076	44	20,465
MT Montana	15	0	0	0	0	15
NE Nebraska	247	113	1,729	213	358	2,660
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	159	0	617	0	486	1,262
NY New York	0	0	0	0	598	598
NC North Carolina	0	0	0	0	780	780
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	1,837	0	873	2,710
OK Oklahoma	242	47	338	0	0	627
OR Oregon	48	114	74	0	171	407
PA Pennsylvania	0	0	0	0	236	236
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	401	401
SD South Dakota	0	0	0	0	0	0
TN Tennessee	1,935	0	0	0	698	2,633
TX Texas	743	1,261	4,566	1,037	695	8,302
UT Utah	0	0	173	0	35	208
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	1,287	1,287
WA Washington	0	0	0	0	409	409
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	211	211
WY Wyoming	48	0	111	0	6	165
TOTAL U.S.:	10,466	6,158	57,116	3,725	16,953	94,418
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	71	71
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	22	22
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	280	280
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	110	110
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	483	483
*EXPORT SALES:	23,670	3,547	595	346	39,490	67,648
TOTAL AG SALES	34,136	9,705	57,711	4,071	56,926	162,549
NON-AG U.S.	10,584	-	-	2,095	250	12,929
Canada	0	-	-	0	28	28
*Exports	658	-	-	0	57	715
TOTAL NON-AG SALES	11,242	-	-	2,095	335	13,672
GRAND TOTAL	**45,378**	**9,705**	**57,711**	**6,166**	**57,261**	**176,221**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

DECEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Chile	0	0	0	0	13,779	13,779
China	0	0	0	0	13,525	13,525
Colombia	3,404	2,580	0	0	0	5,984
Costa Rica	7,104	0	0	346	0	7,450
Ecuador	3,908	0	0	0	0	3,908
Guatemala	4,330	0	0	0	0	4,330
Honduras	0	967	0	0	0	967
Japan	4,283	0	0	0	10,146	14,429
Mexico	641	0	0	0	1,636	2,277
Panama	0	0	0	0	150	150
Peru	0	0	0	0	254	254
OTHER COUNTRIES	0	0	595	0	0	595
TOTAL AG:	23,670	3,547	595	346	39,490	67,648
NON-AGRICULTURAL						
Japan	0	-	-	0	47	47
Mexico	658	-	-	0	0	658
New Zealand	0	-	-	0	10	10
TOTAL NON-AG:	658	-	-	0	57	715
TOTAL EXPORTS	**24,328**	**3,547**	**595**	**346**	**39,547**	**68,363**

OTHER COUNTRIES: 595 tons granular grade to Trinidad.